

Executive Recruitment

DCB Commercial Bank Plc is a fully-fledged retail and commercial bank in Tanzania. The bank offers banking services to Individuals, Microfinance, Small to Medium sized Businesses (MSME), as well as large corporate clients. DCB Bank has a wide branch network of 9 branches, over 700 DCB Wakala Agents, and over 260 Umoja switch ATMs serving over 3 million customers across the country.

We are looking for qualified candidates to fill the position of **Director, Corporate Banking**. The successful candidate will be responsible for developing and implementing strategic direction ensure growth, profitability and sustainability of corporate banking portfolio.

Key Responsibilities

- Providing leadership and direction to the corporate banking team to initiate, coordinate and drive sales, product development and promotion through sound analysis of customer and product profitability.
- Overseeing the process for acquiring new clients, deepening relationship with existing customer relationships and retention.
- Managing the corporate banking portfolio through growing deposits and loans, increasing share of fee income, and managing margins by selectively growing assets.
- Serving as a trusted advisor to clients by delivering comprehensive and customized products/solutions tailored to their financial needs and operating environment while still within the risk parameters that protect the bank.
- Overseeing mobilisation and retention of corporate customer deposits at a competitive level in line with optimal cost of funds.
- Tracking performance on key metrics within the department to ensure employee productivity meets or exceeds target and market standards.
- Assuming responsibility for the corporate banking risk profile and portfolio quality in line with the expectations of Credit Committee, Board and regulators.
- Collaborating with credit risk and functional teams to improve customer service delivery through turnaround times, service level agreements and process improvements.
- Maintaining continuous compliance with the bank's policies and procedures and prevailing regulations pertaining promulgated by the respective regulators.
- Overseeing the overall action plans for addressing control weaknesses or compliance issues noted by internal/external auditors, the compliance function and/or BoT.
- Developing and implementing annual plans, budget and resource allocation to ensure achievement of set targets. In addition, prepare and present periodic and ad-hoc reports to management, board and external stakeholders.

Qualifications, skill and Experience

- A bachelor's degree from a recognized university.
- 5 years of experience in business, commercial or corporate banking at a managerial level.
- Thorough working knowledge of business environment and practices in Dar es Salaam including competitor landscape.
- Proven experience in driving performance including strong market selling ability and credit analysis skills.
- Positive track record in building and maintaining business relationship and network
- Excellent communication and interpersonal skills.

If you believe you are the right candidate for this position, kindly submit your application with a detailed CV, photocopies of academic certificate, and names of three referees with their contacts, quoting reference number **DCB-DBB-04/2026** on the subject of the email. **To be considered, applications MUST be submitted through recruitment@dcb.co.tz not later than 01st May 2026.** Hard copy applications will not be accepted

DCB STRONGLY ENCOURAGES COMPETENT WOMEN TO APPLY